

# CROSSTALK

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**TESTING & CM:**  
The Necessary Evils  
to a Software Success

# SOFTWARE ACQUISITION

the right  
PARTNER  
makes all the  
difference



**D**o you suffer from a fear of falling – off schedule, short of product performance? Do you need another set of eyes and ears to avoid common budget and schedule pitfalls? The Software Technology Support Center can give you a hand with an acquisition program review and analysis that will tell you exactly what caused your problems.

Acquiring software successfully requires defining the right requirements, correct management and solicitation concepts, and appropriate contract management.

Our expert analysis includes lessons learned and provides possible legal support through thorough on-site interviews and document reviews with you and your suppliers.

We have many years of experience in acquisition models, project management, and perimeter areas. We have worked on both sides of the fence – as a buyer and a seller. We understand both the developers and the acquirers. Whether your project is big or small, call us first. We can help.

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